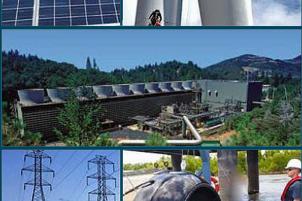
Contract Opportunities with DOE

















Energy Efficiency & Renewable Energy

Carol Hellmann Director of Acquisitions (Acting) Golden Service Center

EERE through Golden Service Center is releasing

Business Administration (BA) Support Services 8(a)

IDIQ Base + 2 Option Years Value: \$30,000,000 Anticipated Release Date NTL 6/22/13

Communication Support Services 8(a)

Base Year + 3 Option Years Value: \$16,000,000

Released 6/7/13

Conference Logistics 8(a)

Base Year + 3 Option Years Value: \$6,500,000

Anticipated Release Date 6/13/13

Technical Development (TD) Support Services 8(a)

Base Year + 2 Option Years Value: \$85,000,000

Anticipated Release Date In Development Stage

Appliance Standards Analysis and Regulatory Support Services (ASARSS)
 In development stage – no additional information available



Trends

- EERE is Fast Paced and requires a Broad Range of Services that typically include;
 - IT
 - Scientific/Technical
 - Wind, Solar, Building Science, Vehicles, Hydrogen & Fuel Cells,
 Geothermal, Water, Government Energy Management
 - Business Administration
 - Office Supplies
- EERE will be using GSA Schedules, GWACs, Agency Strategic Sourcing BPAs. Fewer "open market" contracts.
- MOBIS, NNSA BPAs and PES used.

Winning Strategies

- Orders come to the GO Office fast and successful vendors are ready!
- Across the org, EERE promotes a SB <u>FIRST</u> policy.
- Partnering and Teaming is the key.
 - Business arrangements are the path forward.
- Must Do's:
 - Register with SBA in SAMs
 - Self certify and/or begin 8(a) application if appropriate
 - Register in FedConnect (EERE's interface with FedBizOps)
 - Sign up for customized notices according to NAICS codes
 - Respond to Sources Sought notices
 - Reach out to your SBA district contact establish contact
 - Call the CO when you see an opportunity to explore

